

"BO" WRITES "SI" ON NEWS OF AUTO REALM

Gossipy Letter Tells of Factory Plans and Work of Washington Dealers.

Perfect Motor Car Company Goodpickings, I. T. Oct. 8, 1916. Dear Si: Better put on your thinking cap, for now that I have at last sat down to write, I will put you through the third degree. From time to time have sort of kept track of the crowd in Washington but naturally have not been able to learn as much as I would like about them collectively and individually so am going to call upon you to give me all the dope. Do not write back and say "nothing doing" because I will not stand for that. In rummaging through some papers this week found list of the exhibitors at one of the automobile shows. Using that as my text book am going to see how well you know your lesson.

On my occasional visits to Detroit I call at the Studebaker factory. They tell me that "Cliff" Long still handles their line in Washington and that he is just as insistent on getting cars when he asks for them as he was in telling you to give me all the dope. Do not write back and say "nothing doing" because I will not stand for that. In rummaging through some papers this week found list of the exhibitors at one of the automobile shows. Using that as my text book am going to see how well you know your lesson.

I believe that you told me not long ago that the Overland Washington Motor Company has ceased to exist. Joe Trewe is now selling the Trewe Motor Company, having taken his brother Wilmont in with him, isn't that the way it is? R. C. Smith, the other member of the firm is, if I am not mistaken, connected with the Buick Motor Company. "Ted" I believe, is in Philadelphia, distributor in the East for the Monroe car, and "Bob" is down in Atlanta selling Oakland. But what is this about Emerson and Orme having the Buick agency in Washington? Saw their "ad" in the last copy of The Herald you sent me. I thought that they still had an electric car agency.

Of course, "Sam" Luttrell still sells the Packard. Feel safe in making this assertion, for I do not know of any way that he could be separated from this agency, unless the Packard Company had suddenly decided to go out of the motor car business. By the way, is Louis Stevenson still his right-hand man?

Say, how about "Bill" Jose? Does he still dispense the wares of the National Supply Company? The last time I saw "Bill" he was figuring on enlarging his quarters. My last recollection of "Bill" was his acting as starter on the Four Leaf Clover Run.

Speaking of the Four Leaf Clover Run, what has become of Norman Stringfellow Bowles? Now that the Warren Detroit car has gone to the automobile Heaven, what is he selling?

Ed Johansen, I know, is still selling Hartford tires, or rather the successor of this tire, the United States line. Met Joe in Detroit some little time ago.

Now that you have no more automobile endurance, or sociability runs, as we finally termed them, what does "Billy" West do for excitement?

When I was in El Paso this summer I ran into Theodore Barries, who used to handle the Pullman. Theodore forsook the automobile business to accept a commission in the army, and when I saw him he was with his regiment guarding the border.

On a recent trip to Kansas City I met up with Jack Eberhard, who handled the Overland at one time and afterward the Marlon. He is with the Stutz out there. What has become of his two side part-

ners, Conrad and Cunningham? Is Henry Cunningham the sales manager for Miller Brothers?

Speaking of Miller Brothers, I noticed in a trade journal the other day where this firm is now one of the largest car distributors south of New York. Claude, I believe, was content to devote his time to the details of the business.

Cook & Stoddard still handle the Cadillac, of course. I met a friend of "J. M." this past summer when I was in New Hampshire who told me that they were doing a wonderful business with this car, and that both "Rudy" Jose and George Weaver were still holding down the place when "J. M." himself was not at the front.

Did you tell me, or did I read it somewhere, that Royce Hough was now selling the Scripps Booth and Marmon cars? The last time that I heard of Burton Leary he had just given up the Hudson and taken on the Maxwell. Does he still occupy the old home of the United Motor Washington Company as his salesroom?

Lester Moore is Washington representative for N. B. Falls Oil Company. Lester is another one of those who trace their connection with the automobile business back to the time when you had to get out and get under every few miles to see if the car was all coming and incidentally find out why it would not run.

"Dave" Hendricks! Does he still exploit the Franklin? Understand that he has moved from H street to Connecticut avenue.

Genial Fred Prendergrast is still selling Pierce Arrows. I notice where "Irve" Henderson has formed the Washington Oakland Company and taken the Oakland agency. He was just breaking into the game when I left.

Where is Gordon Cowie? I understand after he gave up selling cars that he formed an auto hiring company.

Fred Harveycuter has gone into business for himself with Thornton Chesley. They had taken over the agency for the Kelly Springfield tire.

"Dick" Selby, of course, is still handling the Paige line.

Arthur Foraker, I know, is still selling automobiles and has the Stearns.

By the way, is Bill Barnhardt still in Washington? "Bill," as I remember, had just come to Washington about the time that I left, and was then representing the Everett car. He and some firm handling the Hupp Yeats electric had a showroom together on upper Fourteenth street.

I know that Irving Donohue is still in Washington, for every now and then I get a circular forwarded to me concerning Rayfield carburetors, which he insists upon sending to my old address.

Well, by the time you have answered all the questions which I have put to you I know that you will be in fine humor to cuss me out, so I will stop and give you a chance to give vent to your feelings before leaving the office.

Good-night and good luck. BO.

It May Be a Sour Apple. Martin Glynn walks around the Democratic nomination for Senator like a boy examining an apple which is not big enough to ask for or rotten enough to refuse.—New York Sun.

LIBERTY CARS AWAITING SHIPMENT



Though One of the Newcomers in the Motor Car Field, Having Been Building Cars for Less Than a Year, the Liberty Motor Car Company's Sales to Date Aggregate Over \$5,000,000. The Car Is in the \$1,000 Class, and Is Composed of Such Units as Continental Motor, Timken and Delco.

HAYNES AUTOS COVER PERIOD OF 19 YEARS

Collection of Models Would Illustrate Rapid Advance of Science.

With the exception of one model, the Haynes Automobile Company has information of at least one car of every type that it has made. The single exception is the oldest model. This made its appearance on the automobile market in 1896 and represented the advent of automobile manufacturing of a commercial proposition.

A collection of the different Haynes models would constitute a visual history of the progress that has taken place in motor car making in the last nineteen years, and at the same time would trace the development of the two-cylinder horizontal opposed motor into a multiple cylinder V-type production. The strides made in bringing the body of the two-passenger runabout of 1900, on which top and side curtains with extra equipment, to the present closed car standard of appointment, are a matter of motor car progress of equal interest to the motorist.

The number of two-cylinder automobiles that was reported in the Haynes old car contest as running at the present time indicates that the early cars were stable productions in spite of shortcomings of design and appointment that are now apparent. With little attention, and after passing through the hands of several owners, many two-cylinder motors are capable of withstanding the inroads of time and travel as any later day production. Out of 140 entries of cars built prior to 1908, 108 belonged to the two-cylinder models.

The returns of the old car contest sharply divide the history of automobile production into three periods, marked by the dominance of the two, four and six cylinder cars. The two-cylinder cars were used generally from 1896 to 1908, when the four-cylinder motors replaced them.

A Nominee's Troubles. Why should Mr. Hughes be called upon to act as peacemaker in a lot of petty squabbles between Republican politicians? Why such squabbles? Cannot Republicans realize that beating Mr. Wilson is anything but an easy task? They should let Mr. Hughes devote very minute of his time to the preparation of his keynote speech and to considering the wisdom of announcing that if elected he will make Mr. Choate his secretary of State, Mr. Root his Attorney General and Mr. Roosevelt his Secretary of War.—New York Herald.

SALESMEN'S MEETING PLANNED BY FIRESTONE

Will Hear Addresses by Experts and Inspect Factory.

"Every year the hundreds of salesmen and representatives of the Firestone Tire and Rubber Company from all over the world are called in by the home office at Akron, Ohio," says J. J. Haas, local manager of the big Akron company. "A few years ago at the first convention there were thirty men present. At this year's meeting, on October 17, 18, and 19, there will be in attendance over 500, making the greatest convention in our history."

"The idea behind this convention is the interchange of ideas for mutual benefit. Daily conferences with all men in assembly addressed by company executives, branch managers, and salesmen will give each man abundant and valuable information. New ideas and new business methods will be discussed. The best and most efficient will be adopted and used in the field of business, and each man will use this data to the advantage of customers in his territory."

"Our men will spend time in the factories studying the construction and manufacture of tires."

"Since 1900-1911, when the Firestone Company moved into the new factory, the sales have grown from \$7,462,831.17 to \$21,194,631.75, making a total increase of 284 per cent for the past five years. This was an increase of 32 per cent over last year."

"These days of study and interchange of ideas," said Manager Haas, "represent a large investment. The results will be adequate dividends in better service for tire users. It means a more alert and better informed organization, composed of men who can serve customers most efficiently."

SELLS CARLOAD OF CHEVROLETS A DAY. A carload of "Four Ninety" Chevrolets a day is the rate that Harry Mundy, manager of the local branch of this company, is receiving these popular cars, and best of all, he is selling them faster than he can get them.

Mundy has been hustling since coming to Washington a few months ago to open the local branch. For some while things looked rather blue. It was in the summer months and just about the time

PRESSED STEEL MAY COMPOSE FUTURE CAR

Harroun Motors Corporation Engineer Describes New Auto Model.

The motor car of the future will be built almost solely from pressed steel. So declares Ray Harroun, once race driver and international speedway champion, and now in charge of the engineering and production of the new ten-million-dollar Harroun Motors Corporation.

This declaration sheds further light on Harroun's new car, which will be produced from the plant recently bought near Detroit, and regarding which the engineering profession and the motor-wise public have developed consuming interest. Harroun says that his new car will contain a greater proportion of pressed steel than any design now on the market. He hints at developments far in advance of general practice in pressed steel manufacture, and draws the revolutionary conclusion that, within a few years, the product of dies and presses will largely displace such materials as gray iron and malleable castings, aluminum, wood, brass, bronze and a large proportion of the forgings now used in automobile construction.

"We have already solved the problems attendant on the manufacture of our frames, radiator shells, hoods, fenders, running boards, hub caps, rim carriers, crank cases, oil pans, instrument boards, clutches and clutch housings from pressed steel," Harroun declares.

"The Harroun bodies will be built of pressed steel panels. Our rear axle construction goes a good deal further than anything else in its use by utilizing pressed steel parts throughout its housing. All the brackets and supports throughout the cars are of pressed steel. We have made wide use of pressed steel even in the motor."

He Knew the Animal. There is no room for disputing the statement of Albert J. Beveridge that the moose is an extinct political mammal. The Indiana statesman lived in the zoo four long years and speaks from expert knowledge.—Omaha Bee.

SUNLIGHT SIX MOTOR HAS NOVEL FEATURES

Large Carburetor Part of Mechanism Making High Speed Possible.

"It's the little things that really count in the design of the automobile motor," declares E. J. Quinn, president of the E. J. Quinn Motor Car Company, 1329 M street northwest, who recently has been appointed representative of the Sun Motor Car Company, Elkhart, Ind.

"Up until the past few years it looked as though the only way to increase the power of an automobile engine was to increase the bore of the cylinder, which, of course, necessitated a larger cylinder casting, resulting in a motor that was clumsy and heavy and extravagant in its use of gasoline and oil."

"The tendency at the present time, and it is undoubtedly correct, is to increase the power of the automobile engine by increasing the speed rather than the size. There are many things in design that affect the speed at which a motor may run. In the first place, the reciprocating parts must be very light and carefully balanced, the crankshaft must be designed in such a manner that it will be possible to revolve it at high speed without excessive vibration, and while the motor bearings must be free from friction as nearly as possible, at the same time they must be strong enough to stand the most severe strains."

"Two of the most important factors that determine the speed at which a motor may be operated are getting the gasoline vapor into the cylinder and the burned gases out of the cylinder as quickly as possible."

"In the Sun light six motor, which is an exclusive Sun design, much attention has been given to these points. A large carburetor is used, and the intake manifold, which is cast within the cylinder block, is made smooth by a sand blast operation, in order that the gas may pass from the carburetor to the combustion chamber without undue friction."

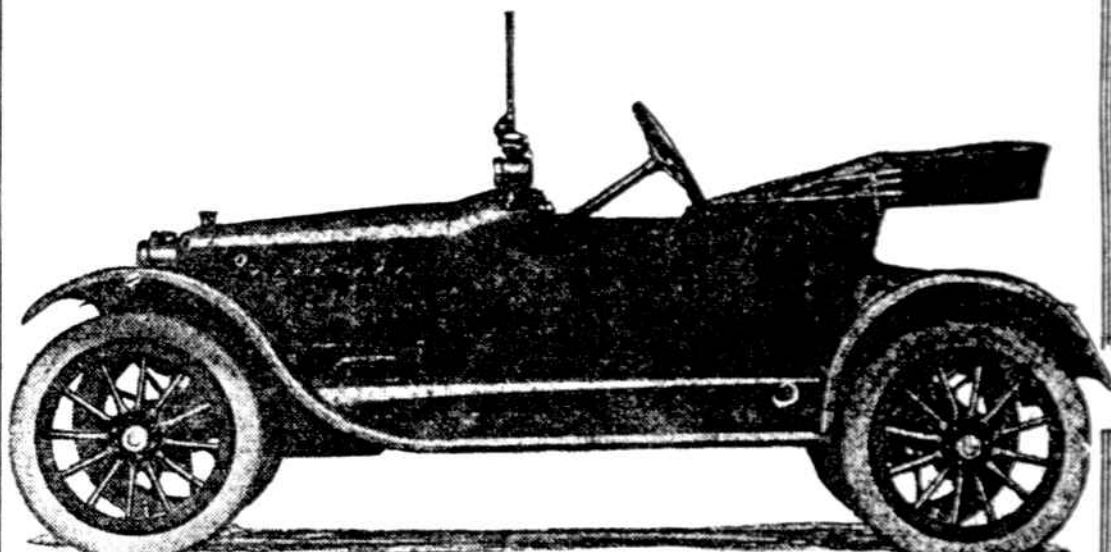
The German pound is exactly one-half a kilogram or about one-tenth more than the American or British pound.



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To the employers of outside salesmen—
To the solicitor—
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Or any other man whose business requires expedient ground covering at small expense—

Can you afford to have your time wasted by street cars, which, at their best, do not take you where you want to go?

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The Saxon Four has demonstrated its economy and its rapid service in every need of the man whose business demands a quick, inexpensive vehicle.

The Saxon Four is the nearest medium to the telephone as a time and money saver.

Think! Give this matter some of the consideration it deserves.

Forget the investment.

Treat it as you would any other good investment, and think only of the productive qualities—its economy, its time saving, and its comfort.

Investigate the Saxon Four. You will be surprised how little is its maintenance cost.

THE SAXON FOUR HAS PROVEN THAT IT IS THE CHEAPEST CAR ON EARTH TO MAINTAIN.

WE GUARANTEE THIRTY MILES ON A GALLON OF GASOLINE, 150 MILES ON A PINT OF OIL, AND SAXON OWNERS ARE GETTING FROM SIX TO EIGHT THOUSAND MILES ON A SET OF TIRES WHOSE INITIAL COST IS ONLY EIGHT DOLLARS APIECE.

The Saxon Four's simplicity is demonstrated in the fact that any woman can learn to drive it in two hours' time.

To prove our own conviction that the Saxon is all we have claimed for it, we will make it possible to buy one of the Fours on most liberal terms, allowing ten months for the purchaser to make full settlement.

This offer to prospective owners of Saxon Fours is made largely because it is our belief that under such an arrangement we are opening a transaction and not closing one.

The Saxon is a car of today. But it is built with all the care of cars many times its cost, and is staunch enough to endure through the rigors of service and be just as expedient, just as economical in the tomorrows of years to come.

Investigate our generous terms proposition, and the small cash investment required to secure the immediate service of a Saxon Four.

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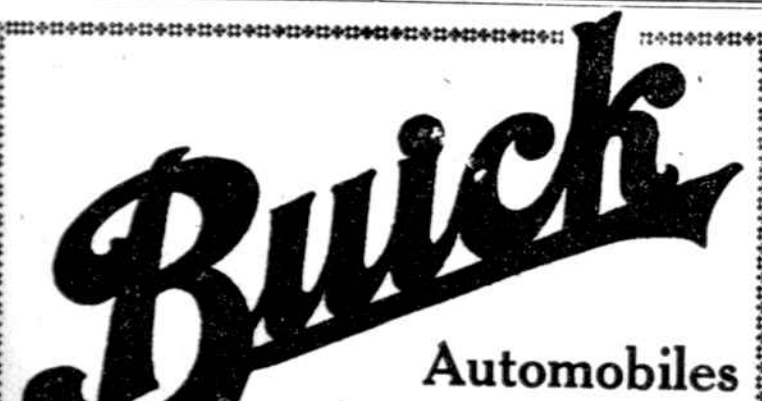


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